



P R E S S R E L E A S E

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Subject: Montana Wheat and Barley Committee Ramps Up Buyer Contracts

Montana is playing host to an increasing number of overseas buyers this year as word spreads that a good crop of high-quality wheat is being harvested in this state.

It is not unusual for the Montana Wheat and Barley Committee (MW & BC), the check-off organization for small grain producers in the state, to host foreign visitors during this time of the year, says Cheryl Tuck, information specialist for the MW & BC.

"Harvest time is 'pay day' for farmers and a time for buyers to gather new crop quality and production information," Tuck says. "Our guests like what they see in the fields, elevators, and the State Grain Laboratory, and are returning home, eager to share their perceptions with those responsible for purchasing in their companies."

So far, delegations have either come or will be coming from our traditionally largest customers, the Philippines, Taiwan and Japan. Also unique this year are multiple delegations from Japanese trading companies based in Portland who bring their customers and end-users from Tokyo. One such trading house, Mitsui, will be bringing four separate groups to Montana. Others include teams from Agrex Inc., Itochu, and Sumitomo. Representatives from Nippon and Nisshin flourmills will also be in the state for briefings at the MW & BC office this month.

The MW & BC helped to host and participate in the Taiwanese Agricultural Goodwill Mission that stayed in Helena to meet the Governor, Lt. Governor and state staff, as well as signing a letter of intent to purchase 1.7 million bushels of U.S. wheat, much of it destined to come from Montana.

Additionally, the first-ever delegation of malting barley buyers from South Africa, South and North Asia, and Latin America, participants in an International Malting Barley Symposium in Portland, will be coming to Montana the end of October. This conference was developed with input of ideas and funds from the MW & BC. The MW & BC will help to organize this group's stay while in Montana.

All of these efforts are part of the overseas market development program administered on behalf of Montana wheat and barley growers, activities that are fundamental to maintaining a competitive edge in the international marketplace.

I:/files/word/pressrel/2005 Multiple trade teams